

The American FERTILIZER

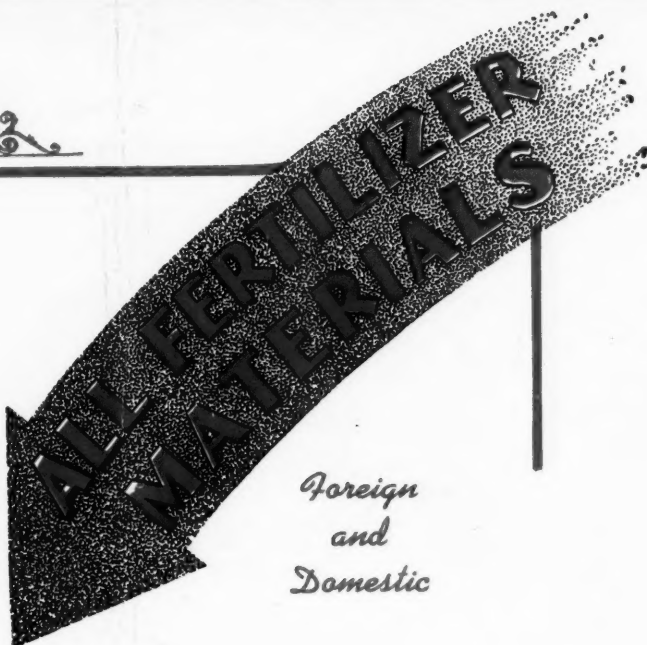


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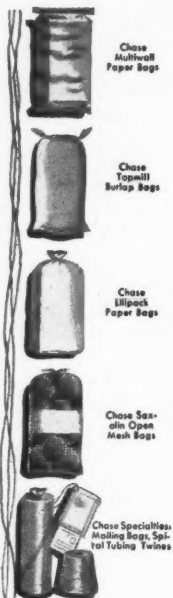


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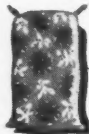
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The American FERTILIZER

Vol. 111

DECEMBER 24, 1949

No. 13

The Banker Looks at Agriculture

By JOHN L. LILES, JR.

Agricultural Economist, The Federal Reserve Bank of Atlanta, Atlanta, Georgia

IT IS a pleasure for me to be here and to share a few thoughts with you this morning. Your president, Russell Coleman, called me a few weeks ago and said that he would like me to speak on "The Banker Looks at Agriculture," and I told him I should be glad to accept. Of course, this is a very general subject, and some of you may be wondering from which corner of the blanket I will peer.

I shall try, having analyzed and synthesized my thoughts, to convey to you what bankers are thinking about. Although what I might say is not particularly my own, nevertheless I shall try to defend it as though it were.

A Backward Glance

We cannot get a clear picture of what the banker is thinking about with reference to agriculture unless we look backwards just a bit, and in this backward glance we shall find some thoughts that will help us in looking ahead.

One thing that is important and that has a direct bearing on the banker's thinking is the distinct change that has occurred in the farm scene during the last few years. Those of you who can recall—and many of you can go back further than I—remember that back in the Twenties when agriculture was not profitable people left the farms, went to the cities, and took part in our expanding industrial economy. In that period, when roads were not

paved and farms were not electrified, many of us tended to look upon the farmer as one who was left behind. It is rather interesting, I think, that in the period between 1925 and 1930 only about 20 per cent of the new non-farm construction of homes took place in the rural communities. Last year and this year, about 45 per cent of nonfarm residential starts were in rural communities.

The farmer has come back into the scene as a man of respect and as a man of economic and financial influence. Bankers are now looking at him, not as a man left behind, but as one who is taking a position of leadership in reconstructing the resources of the community, the State and the Nation. A knowledge of this change is of fundamental importance if we are to gain some insight into the banker's look at farming.

The Loan Picture Changes

In 1932-33, banks were in dire straits, and when they were reopened after the Bank Holiday there was one thing uppermost in bankers' minds. That was a high "liquidity preference." Rural bankers were quite reluctant to lend money to farmers except for crop loans, made in February and March with the hope of collecting them in September or October. A farmer who went in and tried to borrow money for 24 to 36 months was literally wasting his time. You can, I trust, appreciate the banker's attitude at that time and his preference for making short-term and very safe loans.

*An address delivered at the 1949 Fall Meeting of The National Fertilizer Association, Atlanta, Georgia.

Gradually, during the Thirties, there was a reawakening on the part of the bankers. True, the reawakening was a gradual process, but it gained momentum. In the latter part of the Thirties, many of the bankers in Georgia began to "loosen up" and to make some investment-type loans. Farmers wanted to buy tractors and machinery, so bankers lent them money to buy power equipment, making some loans for 18 months and some for as long as 24 months. Along with that "loosening up" came increased recognition that farming was a *continuous* operation and that therefore the farmer was in continuous need of operating capital.

Then came the war. All of you, of course, know the impacts of the war on farmers. After the war was over, however, the banker looked at agriculture in a way that he had never looked at it before. First, he recognized that farming was a highly complicated, systematized and integrated business operation. I do not believe there were many bankers in this State who had looked at agriculture in that light prior to the war.

Second, bankers felt their inadequacy to serve their farm customers, and they started setting up farm service departments in order that they might render the credit service to which the farmers were entitled. In some States, the number of professional farm men employed by banks is great. A bank in Decatur, Alabama, has six farm men; two are livestock specialists, two are agronomists, one is a marketing man, and the sixth is a general farm credit specialist. There are many commercial banks scattered throughout this and other southern States which have employed trained farm men.

Now, obviously, all the banks were not large enough to employ special farm men, but they all wanted to gain greater knowledge of agriculture and to learn how to finance the changes taking place on our farms. And so we find the institution of in-service training programs, farm credit short courses, and special farm programs. Georgia was the first State in the deep South to hold a farm credit short course—one at Tifton followed by another at Athens. Bankers who attended those schools went out on the farms, dug down into the basic facts, analyzed and discussed them, and gained a great deal of knowledge. So, even those bankers who can't afford farm men on their staffs are acquiring through their own organizations a greater knowledge of the techniques of agriculture and agricultural finance. Early in this year the bankers in eight southeastern States organized the Southeastern

Bankers Agricultural Council, the first of its kind in the Nation. Bankers' interest in agriculture is going to be manifest not only at the local level but at higher levels. That, briefly, gives you the background against which the bankers have worked during the last 15 years.

A Current Look at Farming

Some of the points that I shall bring out may be controversial, but differences of opinion are characteristic of private enterprise and commercial banks are good examples of private enterprise. Most of the bankers see a definite trend toward intensive farming—higher rates of seeding and fertilization of grazing crops as well as of row crops. The idea of investing as much money per acre in grazing crops as in field crops is a radical departure from past concepts of sound farming. The banker also sees higher cash costs of farming. In most cases intensive farming means efficient farming. But there are also some questions that arise in the banker's mind as farmers intensify their efforts. Many farmers have tried to grow as much cotton or corn or peanuts on reduced acreage as they have been accustomed to growing on a larger acreage. The banker looks at this trend in two ways:

Intensive farming can mean a *higher* risk factor. Take, for example, the production of corn. A great many of our rural bankers have been making crop loans to farmers who have been raising 15 to 20 bushels per acre. Now some of their customers seek loans to buy fertilizers and seed to shoot for 100 to 125 bushels of corn per acre. In a few instances that *might* be a profitable practice, yet the risk taken by the banker in financing 100- to 125-bushel attempts is vastly different from the risk he takes on 20-bushel goals. Let me illustrate in this way: In the production of 15 to 20 bushels to the acre, the greatest cost is labor, but in the production of 100 bushels per acre the greatest cost is the cash cost. The banker stands a greater chance to lose on cash costs than on the farmer's labor. That is the thinking of bankers when farmers seek greatly to intensify their efforts. Obviously, I do not wish to imply that bankers want to finance 20-bushel yields and don't want to finance 100-bushel yields, but I do wish to point out how cost components change as yields are increased. And as these components change, credit risks must be recalculated.

Now, intensive farming can also mean a *lower* total risk factor if, by intensity, we mean greater use of all resources—all land, labor and equipment. Bankers are beginning to analyze

a farmer's entire farm program in order that they may assign their risk to his total program rather than to a particular crop or practice.

In appraising credit applications still another thing worries the banker, and that is his need to understand in infinite detail the Government's farm programs. Quotas, allocations, and price supports play an important role in calculating the risk the banker takes in lending money to his farm customers. Not only that, but many of the lending operations of our agricultural agencies—notably the Commodity Credit Corporation—are carried on through commercial banks. So the banker has to look at agriculture all the way across the board—at a particular crop, at farm operation, and, finally, at the national farm program and its local effects.

What Does the Future Hold?

One of the greatest problems confronting the banker and the farmer—and one with which I wish we had more time to deal—is the farmer's increasing need for capital. In the period that lies just ahead he will need money to make two major adjustments. First of all, he will have to reorganize his farm to comply with reduced cash-crop opportunities. The adjustment downward from wartime levels may very well mean reequipment with general-purpose implements or the exchange of large for smaller machines. Second, in his adjustment away from cash crops the farmer will want to establish pastures and grazing crops and obtain additional breeding stock for his herds. That will call for the investment of a great deal of capital—for seed, fertilizer, fencing, and facilities. Most of us will agree, I think, that capital for these purposes would be well invested and that the returns would be more than adequate to repay the banker and leave the farmer with a higher income. But a transition of that magnitude is not one that can take place in a short period of time or with little capital. Both the farmer and the banker will have to move cautiously, step by step, toward a reasonable objective. For a farmer to expect more from his banker is simply unrealistic.

Along with an increasing need for capital, we may find a decreasing ability on the part of many farmers to obtain credit. Reduced income, due primarily to restriction of cash-crop acreage, may mean that some farmers will not be able to obtain as much capital to invest in the reorganization of their farms as they could have obtained last year or the year before. There is a very strong likelihood that net income will decline faster than cash receipts since the prices of things farmers buy

are not decreasing as rapidly as the prices of their farm products.

It is the opinion of most bankers that agriculture, generally, has not yet adjusted from its high wartime level of operations and that we cannot continue to produce the present volume of cash crops and have it absorbed at current prices. Some adjustment is necessary—either by adjusting volume downward or prices downward, or by shifting an unbearable burden to the taxpayers. Bankers feel very strongly that lands diverted from crop production, as well as other land on the farm, must be made to yield cash incomes. They realize, however, that the establishment of grazing crops and livestock as an alternative requires longer-term credit than banks have customarily granted.

Let us look at these things as a banker must when the farmer comes in and applies for a loan. In many instances the net worth position of farmers borrowing from commercial banks is pitifully low. In one of Georgia's best peanut counties, 60 per cent of all the farmers borrowing from commercial banks in 1947 had a net worth of less than \$2,000, and that was after six years of unrestricted production, high prices and relatively low costs. What is the banker going to do when a man in that classification wants to borrow not only to continue his crop operations but also to add livestock?

I do not wish to leave the impression that the majority of the farmers in that county were in that classification. A great many have not been borrowing during the last few years. We need not set up lack of credit as a hurdle that will be impossible to get over, but smaller farms do have credit problems that need more study by bankers.

Let me point up the problem with a few illustrations. Here is the record of a small farmer with 55 acres of cropland who rode the peanut wagon as far as he could. In 1948 when there were no restrictions he grew 42 acres of peanuts. His allotment this year, under a control program, was 12 acres, and indications are that his allotment next year will be less than ten acres. You can imagine the cut he will take in income. Here is another and quite typical case. This farmer, with 76 acres of cropland, grew 31 acres of peanuts in 1948 and about 19 acres this year, and will be permitted to grow slightly over 15 acres next year. With little opportunity to switch his diverted acreage to other cash crops, such as cotton, he faces the prospect of a materially lower farm income. When these farmers apply for bank loans you can readily

(Continued on page 24)

New Edition of "Hunger Signs in Crops"

The second edition of *Hunger Signs in Crops*, published by the National Fertilizer Association and the American Society of Agronomy, which has been in preparation for several months past, is now off press and ready for distribution. This authoritative work, first published in 1941, has been brought up to date by the inclusion of the large amount of information assembled during the intervening years by many agricultural research workers.

The book contains more than 400 pages and is profusely illustrated with 124 color plates and 118 black-and-white plates. In addition to a general survey of plant malnutrition, separate chapters are devoted to tobacco, corn and small grain, potatoes, cotton, vegetables, deciduous fruits, citrus fruits, legumes. Collaborating in its preparation are the following well known leaders in agricultural science: Firman E. Bear, B. E. Brown, A. F. Camp, H. D. Chapman, H. P. Cooper, O. Wesley Davidson, Leroy Donald, G. N. Hoffer, G. V. C. Houghland, H. A. Jones, Wesley P. Judkins, B. A. Krantz, J. E. McMurtrey, Jr., Werner L. Nelson, E. R. Parker, E. R. Purvis, George D. Scarseth, J. J. Skinner, Norman J. Volk.

The volume is priced at \$4.50 per copy and sales are being handled at the offices of the National Fertilizer Association, 616 Investment Bldg., Washington 5, D. C.

American Cyanamid Booklet

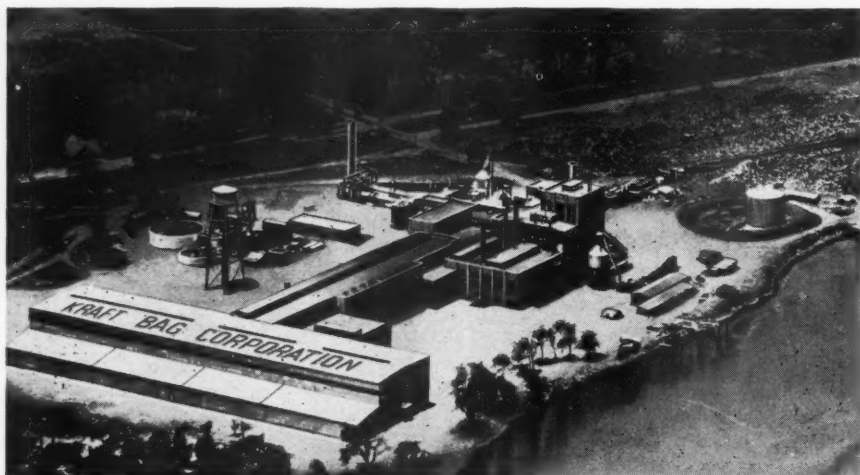
The American Cyanamid Company has recently issued a 64-page illustrated booklet entitled *Products and Services of American Cyanamid Company for Industry and Agriculture* which briefly describes the products and services which the company offers to industry, agriculture and mining, and outlines the divisional structure through which such products are sold. Copies are available on written request to the offices of the company, 30 Rockefeller Plaza, New York 20, N. Y.

New Kraft Bag Mill in Operation

The new conversion plant of the Kraft Bag Corporation at St. Marys, Georgia, is now in full operation. The new factory is located immediately adjacent to the pulp and paper mill of St. Marys Kraft Corporation. Both of these companies are subsidiaries of Gilman Paper Company.

In the accompanying aerial view, the bag plant in the foreground manufactures heavy-duty multiwall bags by the most modern and efficient methods, using high-grade kraft paper produced at the adjoining mill from slash pine. The bags are custom-made to exact specifications and the line includes sewn or pasted sacks, open-mouth or valve types, two to six ply.

The Kraft Bag Company also operates a conversion plant at the paper mill of the Gilman Paper Company at Gilman, Vermont.



New Kraft Bag Company Plant at St. Marys, Georgia

Bureau of Land Management to Hold Phosphate Lease Sale

Because of the increasing need for the development of western phosphate fertilizers, the Department of the Interior, after careful study of lands containing this vital natural resource, has announced a phosphate lease sale for ten units totaling more than 15,500 acres of land in Fremont County, Wyoming. Secretary Oscar L. Chapman announced on December 14th.

The sale will be held on February 8th in the Washington, D. C., office of the Bureau of Land Management. The land units average 1,500 acres in size. Bids must be submitted on each unit separately, but no objection will be made to the award of more than one unit to the same successful bidder.

Associate Director Roscoe E. Bell of BLM said some of the general terms for leasing of these lands are: Leases will be offered to qualified bidders of the highest cash amount an acre, with a minimum bid set at \$1 an acre. The sealed bids will be opened at 1 p.m. on February 8th. Each bidder must submit with his bid one-fifth of the amount bid by him. Prior to the issuance of a lease, the successful bidder must pay the remainder of the bid made by him and the rental for the first lease year, and submit lease forms and a bond in the sum of \$5,000. Deposits of unsuccessful bidders will be returned to them.

The rental for these lands is at the rate of 25 cents an acre for the first lease year, 50 cents an acre for the second and third years respectively, and \$1 an acre for each year thereafter during the life of the lease.

Other important terms and conditions are:

(a) A royalty of 5 per cent of the gross value of the output of phosphate or phosphate rock and associated products at the mine, which royalty shall not be less than 15 cents a ton of 2,000 pounds, mine run.

(b) A royalty of 10 cents a ton for so much of any deposit of silica or limestone or other rock situated on the lands as may be utilized in the processing or refining of phosphate or phosphate rock and associated products or of deposits from other lands.

(c) A minimum expenditure of \$100,000 on each of Units 1, 2, 3, 4, 5, 6, and of \$50,000 on each of Units Nos. 7, 8, 9 and 10, of which expenditure not less than one-third of the amount specified for a particular unit shall be expended during each of the first three years of the lease, unless sooner expended.

(d) A minimum annual production of ten tons an acre beginning with the 4th lease year.

(e) All other provisions set out in the standard phosphate lease Form 4-1110.

Approximately 154 acres of this Wyoming land is within the Shoshone National Forest. The successful bidder for units Nos. 4 and 6 covered by this acreage must comply with certain special regulations relating to protection of the forest lands.

A detailed statement showing the terms and conditions of the lease offer, the manner in which bids are to be submitted, and the conditions of the sale, may be obtained by writing the Director, Bureau of Land Management, Washington 25, D. C.

Associate Director Bell said that the Bureau of Land Management, under the Mineral Leasing Act of 1920 and subsequent amendments, is responsible for leasing of minerals, including phosphate, on most Federally owned lands, totaling about 700,000,000 acres and on about 50,000,000 acres of privately owned lands in which the United States Government has mineral rights.

"Mineral leasing on the public domain," he said, "has resulted in important revenues and good conservation practices in the development and mining of valuable minerals. Although oil and gas leases provide the greater part of these revenues, development of phosphate and potash resources on the public lands has special economic importance to the nation. These fertilizer elements are essential to the production of soil building crops. The demands for fertilizer have skyrocketed in recent years and a western phosphate fertilizer chemical industry is now developing which may be expected to save most of the areas west of the Mississippi. Therefore, these lands are of increasing importance to the whole nation as part of a sound soil conservation and food and fiber production program."

Hubbard Added to Spencer Chemical Sales Staff

Spencer Chemical Company has announced that W. E. Hubbard has been added to its Agricultural Chemical Sales Staff. He will be located in Memphis, Tennessee.

Mr. Hubbard comes to the Spencer organization from Crystal Springs, Mississippi, where he was Assistant County Agent and Secretary to the Chamber of Commerce. He is a graduate of Mississippi State College, holding a degree in Agronomy. Prior to his services at Crystal Springs, he was with the Barrett Division of Allied Chemical and Dye Corporation, both in the Memphis area and on the West Coast.

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Allied Industries

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Minimum Wage Raised for Fertilizer Industry

On December 19th, Secretary of Labor Maurice J. Tobin announced that the new minimum wage scale of 75 cents per hour, as established by the Fair Labor Standards Act of 1949, would apply to the fertilizer industry. The text of Secretary Tobin's announcement is as follows:

Fertilizer Industry Minimum Wage Determination

On June 8, 1944, the Secretary of Labor, pursuant to the provisions of sections 1 (b) and 6 of the Public Contracts Act (49 Stat. 2036; 41 U.S.C. 35) issued a minimum wage determination for the Fertilizer Industry (41 CFR 202.32) which provided that the minimum wage for persons employed in the performance of contracts with agencies of the United States Government for the manufacture or furnishing of the products of the Fertilizer Industry is 50 cents an hour in the States of Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming, and 40 cents an hour in the remaining States and the District of Columbia.

Since the date of the above determination, wage conditions in the Fertilizer Industry have substantially changed so that the rates specified therein are no longer the prevailing minimum wages in the industry.

The Fair Labor Standards Amendments of 1949 establish, effective January 25, 1950, a minimum wage of 75 cents an hour for employees engaged in commerce or in the production of goods for commerce will be required to pay such employees not less than 75 cents an hour.

Available information indicates that substantially all employees in the Fertilizer Industry are engaged in commerce or in the production of goods for commerce, as defined in the Fair Labor Standards Act, and that as a consequence the Fair Labor Standards Amendments of 1949 will require payment of a wage rate of not less than 75 cents an hour to substantially all employees in the industry. In view of this it follows that the prevailing minimum wage in the Fertilizer Industry on and after the effective date of the Fair Labor Standards Amendments of 1949 will be not less than 75 cents an hour.

Now, therefore, notice is hereby given of my intention to amend the minimum wage determination for the Fertilizer industry, so as to require payment of a minimum wage of not less than 75 cents an hour to be effective

as to contracts awarded on and after January 25, 1950, and to further provide that learners may be employed in the Fertilizer Industry at wages below 75 cents an hour upon the same terms and conditions as are prescribed for the employment of learners by the regulations of the Administrator of the Wage and Hour Division of the Department of Labor (Part 522 of Title 29 of the Code of Federal Regulations) under section 14 of the Fair Labor Standards Act, as amended.

Such proposed action, when adopted, shall be construed to be a determination that the prevailing minimum wage in the Fertilizer Industry on and after January 25, 1950, will be not less than 75 cents an hour, and the matter of the determination of the prevailing minimum wage in the industry may be reopened at the discretion of the Secretary for the purpose of considering evidence that the prevailing minimum wage in the industry is in excess of 75 cents an hour.

Interested persons are hereby given an opportunity on or before January 1, 1950, to present data, views or argument pertaining to the amendments as proposed.

Three copies of all submissions must be filed. Submissions should be addressed to the Administrator of the Public Contracts Division, United States Department of Labor, Washington, D. C., and should be filed not later than January 5, 1950.

No Explosion in Spencer Chemical Ammonium Nitrate Fire

A report recently issued by the Spencer Chemical Company, Kansas City, Mo. adds greatly to the information on the fire hazards connected with stored ammonium nitrate. On October 19th, a fire in the storage building of the Spencer plant at Independence, Kan., destroyed about 1,400 tons of this material.

Originating in an alfalfa meal warehouse forty feet distant, the fire completely destroyed the Spencer building and its contents of 27,667 100-pound bags of ammonium nitrate. The report declares that examination of the wreckage showed intimate mixture at elevated temperatures of molten ammonium nitrate with aluminum, copper, glass, rubber, iron, zinc, asphalt, carbonaceous materials and waxes. Despite the admixture, there was no evidence of violent decomposition or explosion, according to the report.

Significant was the testimony of the chief of the Independence fire department, who said that "never, while the ammonium nitrate was burning, or when we were directing

streams of water on it, was there any evidence of even a small explosion."

Baxter Joins Staff of Coke Oven Research Bureau

The Coke Oven Ammonia Research Bureau, Inc., has announced the addition of Aaron Baxter to their staff as Southern Agronomist. Mr. Baxter was born and reared on a farm in Washington County, Alabama. Following graduation from Alabama Polytechnic Institute in 1938 he served as Assistant Agronomist with the Alabama Experiment Station for one year and then as Soil Surveyor in Alabama until he was called into the Army in 1941. Mr. Baxter served as Battery Commander of Headquarters Battery 14th Armored Division Artillery in Europe.

Following his military service he returned to soil survey work in 1946. Later that year Mr. Baxter entered Ohio State University for advance study and research in the Department of Agronomy. Here he has completed research requirements for his Doctorate Degree.

While at Ohio State Mr. Baxter conducted extensive research in the field of soil fertility. Here he made particular study of magnesium, determining crop responses and soil areas deficient in this needed plant nutrient.

Fertilizers Still the Best Buy

In their Price Index letter of December 8th, the National Fertilizer Association points out that fertilizers continue to be one of today's greatest bargains. Based on prices in 1926, mixed fertilizers have advanced only 7 per cent and fertilizer materials 19.8 per cent, compared with 51.4 per cent for all commodities, 57.9 per cent for foods, 55.3 per cent for farm products, 37.6 per cent for textiles, 30.4 per cent for fuels, 69.2 per cent for metals and 89.2 per cent for building materials.

Put in another way the 1926 dollar is now worth, at the wholesale level, 53 cents when spent for building materials, 59 cents for metals and metal products, 63 cents for foods, 64 cents for farm products, 66 cents for commodities in general, 73 cents for textiles, 77 cents for fuels, 83 cents for fertilizer materials and 93 cents when spent for mixed fertilizers.

It is evident from the last two figures that improvements in manufacturing methods have enabled the fertilizer mixer to absorb some of the added costs of the materials used in his production.

BPISAE Report Stresses Soil Research

Changes in crop production methods on American farms resulting from a modern concept and understanding of soils are emphasized in the annual report of the Bureau of Plant Industry, Soils, and Agricultural Engineering issued recently by the U. S. Department of Agriculture. Dr. Robert M. Salter, chief of the Bureau, says that farmers are rapidly increasing the efficiency with which they grow crops through the use of improved soil management methods.

In his report Dr. Salter reviews the progress of research with soils, soil-crop relationships, and soil-crop-moisture relationships. He also summarizes progress of the last year on numerous specific research projects dealing with crops and their management, soil research, and agricultural engineering.

The modern concept of soil, Dr. Salter explains, is founded on the understanding that soil undergoes constant changes—some natural and some man-made. Evolved from fundamental research of the past century, Dr. Salter says, this concept of soil is now becoming generally understood. Coupled with farmers' experiences, it has provided the basis for applied research at the various land-grant colleges and by the Federal Government.

Soil scientists have developed improved methods for managing specific types of soils for the production of specific crops. Plant breeders have adapted crop varieties to thrive under specific soil conditions and to resist soil-borne diseases and insects. Agricultural engineers have devised machines and techniques for soil manipulation under different conditions of climate, topography, and soil type. The Bureau chief says that more and more farmers are applying this technology to good advantage.

Long-term soil management systems are being worked out for many types of soils that, he says, offer a two-way advantage. Crops can be produced more economically, and at the same time soil productivity can be improved for future use. These improved systems permit abundant crop production on a sustained basis.

Some very stubborn problems have given way, Dr. Salter reports, under the force of science brought to bear on them through understanding of soil-plant inter-relationships that have grown out of the modern concept of soil. In the South, alfalfa can now be grown successfully, tung nuts are becoming an increasingly important commercial crop, and the problems of low corn yields have been cracked.

The role of moisture in crop production, too, is becoming better understood. Although no successful way has yet been found to make it rain, Dr. Salter reports methods being devised to make better use of what nature hands out. He emphasizes the importance of soil and crop practices that conserve moisture and make more efficient use of it. Important facts about soil-crop-moisture relationships, he says, are being discovered in the dry-land areas of the Great Plains, in the irrigated areas of the West, and even in the humid areas of the East where normal annual rainfall is more than enough for crop production.

Soil research last year revealed that higher corn yields in the South, resulting from improved soil and crop practices, place a heavier drain on moisture supplies. Also that soil productivity in parts of the Great Plains area has declined to a level where the plant-nutrient factor is sometimes more limiting in crop production than the moisture factor.

Dr. Salter's report covers many advances in various fields of experimentation. He describes a new hybrid potato seedling that ap-

(Continued on page 24)

BONE MEAL

TANKAGE

BLOOD

SHEEP—COW—POULTRY MANURE

CASTOR POMACE

NITROGENOUS

GROUND TOBACCO STEMS

HOOF MEAL

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FERTILIZER MATERIALS MARKET**NEW YORK**

Lower Prices Reported on Some Chemical Nitrogen Materials. Organic Ammoniates in Better Demand. Ample Stocks of Nitrate of Soda. Superphosphate Production Cut. Strike at Potash Mines Hinders Production of Mixed Goods. Early Settlement Not Expected.

Exclusive Correspondence to "The American Fertilizer"

NEW YORK, December 21, 1949

Sulphate of Ammonia

While leading producers were reluctant to make any change in contract prices, there was a strong feeling in the trade that some adjustment would be in order because of the drop in price of other nitrogen products recently, such as cyanamid which was cut about \$12.00 per ton.

Nitrate of Soda

Little demand was noted for this material for prompt shipment and no price changes were made. Stocks were ample at all shipping points.

Ammonium Nitrate

One large producer cut the price of this material \$5.50 per ton in order to get some shipping orders from the buyers. Whether this will prompt other producers to meet this cut is not known at this time.

Nitrogen Solutions

One leading producer cut their price about \$5.00 per ton with the idea of getting more material moving.

Nitrogenous Tankage

A strong demand existed for this material and most producers were sold out for the next three months and practically no material is available.

Castor Pomace

No sales were noted of this material recently and last sales made some time ago were made at \$24.00 per ton, f.o.b. production points. The demand for this material was excellent and many buyers were unable to cover their full requirements.

Organics

There was a much better demand from the fertilizer trade the past week for organics. Some producers were entirely sold out for the

next 60 days and supplies of certain types of materials were hard to locate for quick shipment. Tankage and blood sold at \$8.00 per unit of ammonia (\$9.72 per unit N), f.o.b. Eastern points for prompt shipment, with feed buyers showing most of the interest. Vegetable meals moved fairly well for prompt shipment, with soybean meal priced at around \$60.00 per ton, f.o.b. Decatur, Ill., in bulk. Some cottonseed meal moved at \$61.00 per ton, f.o.b. production points, and linseed meal was very firm with last sales on the basis of \$70.00 per ton in bulk, f.o.b., Minneapolis.

Fish Meal

While little interest was displayed by fertilizer buyers, feed buyers were taking on limited supplies but there was little change in the market price. Some imported material was being offered at lower figures.

Bone Meal

A good demand existed for fertilizer grades but the feeding grade was in better supply because of recent importations from abroad.

Superphosphate

The potash strike is not helping the position of this material because a good many users are holding up shipments until they can obtain some further supplies of potash. Production of superphosphate has been cut by some producers but no price changes were noted.

Potash

With several of the largest producers on strike since the middle of November and practically no material moving, this situation was considered very serious by many people in the trade as stocks on hand at the buyers plants were small and many smaller manufacturers were unable to do any mixing without potash. In some quarters, it is thought there is little likelihood of a settlement before January 1st.

CHICAGO

Better Demand for Feeding Materials with Arrival of Cold Weather. Sellers Reluctant To Take Advance Orders.

Exclusive Correspondence to "The American Fertilizer"

CHICAGO, December 19, 1949

As anticipated, the cold weather and snow in some sections of the country have brought about an increased demand for animal proteins and as a result of this, prices on both finished and unground materials have advanced. Demand is very broad and offerings are extremely light with sellers unwilling to sell material in advance of production, in anticipation of higher prices.

Ground and sacked meat scraps 50 per cent protein are firmly held at \$105.00 per ton and dry rendered tankage 60 per cent protein at \$115.00 per ton, f.o.b. shipping points in both cases. Dry rendered tankage last sold at \$1.85 per unit of protein delivered. Wet rendered tankage last sold at \$8.25 per unit of ammonia (\$10.02 per unit N), for high testing material and low test product brought \$8.75 per unit of ammonia (\$10.63 per unit N).

Dried blood sold at \$8.25 per unit of ammonia (\$10.02 per unit N) and, when offered, \$8.50 (\$10.33 per unit N) is now asked. Steamed bone meal, 65 per cent B.P.L., is firm at \$70.00 to \$80.00 per ton and raw bone meal, 4½—45 per cent, at \$70.00 to \$75.00 per ton.

CHARLESTON

Movement of Mixed Fertilizers Still Slow. Potash Strike Continues. Some Reductions in Chemical Nitrogen Prices. Organics Market Tight.

Exclusive Correspondence to "The American Fertilizer"

CHARLESTON, December 20, 1949

Demand for mixed fertilizers on the part of dealers and farmers continues delayed. Strikes at the Carlsbad potash mines continue, creating shut-downs at certain fertilizer manufacturers' plants. Organics are relatively scarce

and the market tight. Superphosphate production has been curtailed due to limited storage facilities.

Organics.—The market on organics is now described as tight as most producers of nitrogenous tankage are sold up on current supplies. Blood and tankage continue at levels too high to interest fertilizer manufacturers. Nitrogenous tankage is now quoted by one producer for April shipment at \$3.75 per unit of ammonia (\$4.56 per unit N), and others at \$3.90 to \$4.00 per unit of ammonia (\$4.74 to \$4.86 per unit N), in bulk, f.o.b. shipping point for spring movement. Imported nitrogenous is nominally \$4.50 to \$4.75 per unit of ammonia, in bags, c.i.f., Atlantic and Gulf ports.

Castor Pomace.—The market is now tight with limited supplies recently going at \$27.50, f.o.b. production point, in bags. Available supply is reported sold for the present.

Dried Ground Blood.—New York market is around \$8.00 per unit of ammonia (\$9.72 per unit N), with imported blood indicated at \$8.75 (\$10.63 per unit N), in bags, c.i.f. South Atlantic port. Chicago market is around \$8.00 to \$8.25 per unit of ammonia (\$9.72 to \$10.02 per unit N), in bulk.

Potash.—The month old strike in the Carlsbad area continues with no definite prospect of settlement in the near future. Shortage of potash in certain areas is necessitating shut-downs in fertilizer manufacturers' plants. A limited quantity of German potash is expected to arrive at South Atlantic ports toward the end of December, but the demand is far in excess of supply.

Ground Cotton Bur Ash.—Good quantities of this source of carbonate of potash have been sold recently at 65 cents per unit of K_2O , in bulk, carload lots, f.o.b. Texas shipping point, for material testing 30 per cent to 39

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per cent K_2O . Additional material is offered for January through March shipment.

Phosphate Rock.—The market remains steady and stocks ample. A slight reduction in shipments has been noted as a result of slow movement of superphosphate.

Superphosphate.—Production has been cut back rather generally, due to lack of sufficient storage facilities and slow movement to the farms. Market remains steady.

Sulphate of Ammonia.—Coke oven production continues at prices of \$45.00 to \$48.00 per ton in bulk, f.o.b. production points. Demand continues rather slack but is expected to pick up after the turn of the year.

Ammonium Nitrate.—One of the Canadian producers has reduced the price to \$57.50 per ton in bags in carload lots, f.o.b. the works. This price is retroactive to December 1st and represents a decline of \$5.50 per ton. The market is competitive.

Nitrate of Soda.—Due to price conditions, domestic material is now competitive with imported nitrate of soda at certain South Atlantic and Gulf ports. Demand is seasonal and stocks are ample.

PHILADELPHIA

Holiday Season and Potash Strike Slows Up Fertilizer Market. Reduction in Prices on Cyanamid and Ammonium Nitrate Announced

Exclusive Correspondence to "The American Fertilizer"

PHILADELPHIA, December 19, 1949

Between the holiday season and the potash strike, the fertilizer materials market is not making much progress although there have been substantial price reductions in several of the nitrogenous chemicals. Things continue quiet and there has not been a great deal of improvement in the matter of orders for mixed goods.

Sulphate of Ammonia.—The supply exceeds requirements and mixers are rather tardy in taking deliveries. It is hinted that there has been some easing of prices where surplus stocks were excessive.

Ammonium Nitrate.—Canadian price was reduced as of December 1st, and a very substantial increase in domestic production capacity is promised.

Nitrate of Soda.—Stocks on hand are quite ample to take care of present demand, which is not strong.

Cyanamid.—Price reduction of \$12.00 per ton is announced and current production is said to be all under contract.

Blood, Tankage, Bone.—Demand is decidedly weak and any quotations are more or less nominal. Blood and tankage are both listed at \$8.00 per unit of ammonia (\$9.72 per unit N), but business is not being done at this figure. Bone meal is freely offered for import with the price nominal at \$65.00 per ton.

Castor Pomace.—There is a good demand but no trading as production has been cut down and is all under contract. Some little resale can be had.

Fish Scrap.—None is offered and there is no demand.

Phosphate Rock.—Stocks are quite sufficient to meet requirements but slow movement of superphosphate is having the effect of holding up rock deliveries.

Superphosphate.—Production is said to be slipping back a little, and deliveries are very much retarded by delayed orders from mixers, who at first were held back by lack of co-operation from dealers and farmers and are now further hampered by lack of potash.

Potash.—The strike is still on, and while some few cars were permitted to come through the picket line, they did not help the situation much. If the strike is not settled soon, the situation can become quite serious. Some muriate and some sulphate are reported offering from Germany.

J. P. Menn Appointed Spencer Chemical District Agronomist

Spencer Chemical Company, Kansas City, Mo., has announced the addition of James P. Menn to its Technical Services Staff. Mr. Menn will be Promotional Agronomist in the states of Wisconsin and Minnesota, and will have his headquarters in Madison, Wis. He is a graduate of the University of Wisconsin and was formerly associated with the Soil Conservation Service in Madison.

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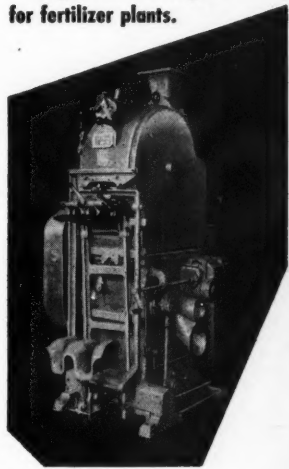
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Virginia Wins Corn Contest with North Carolina

Virginia has just won the great "Corn War" with North Carolina with an average yield of 47 bushels per acre as against a yield of 35 bushels per acre for North Carolina.

Virginia's yield was 69 per cent above its 27.8 bushel average for the ten-year period 1937-46.

North Carolina's yield was 61 per cent above its average yield of 21.8 bushels per acre for the same base period.

This past growing season the farmers of these two states "have beaten their swords into plowshares," and have waged a glorious fight to increase the average yield of corn. The war was fought following a challenge by Governor William Tuck of Virginia to Governor Kerr Scott of North Carolina that his farmers could produce more and better corn per acre than his neighbor to the south.

Unlike political wars, the losing State, like the winner, ends its war with a richer knowledge that will be carried over and expanded upon in future years.

The agricultural extension workers, as well as the other agricultural agencies involved, and also members of the fertilizer industry, are to be commended for their fine work in guiding the farmers along cultural lines that have been established to be the most efficient methods of growing corn in these two states.

The recommended practice in both states does not vary materially. In general, the following recommendations were presented to the cooperating farmers of Virginia and North Carolina:

1. Select good corn land.
2. Prepare a good seed bed.
3. Plant an adapted hybrid variety.
4. Space close in the row to give 9,000 to 14,000 plants per acre.
5. Fertilize heavily at planting with complete fertilizer.
6. Cultivate shallow.
7. Side-dress with nitrogen when the corn plants are about 12 to 24 inches high.

For many years it was commonly accepted that only the "Corn States" could produce

large yields of high quality corn. This myth has been broken and henceforth the farmers of the Southeast, by following good practices in selection of seed, culture and fertilization, may not only do as well but even better than other sections of the country less favored with rainfall and length of growing season.

Again we wish to congratulate the farmers of Virginia and North Carolina. Their friendly war of 1949 should encourage other state agricultural contests.

The fertilizer industry might initiate a corn war between other states; for example, Georgia and South Carolina in 1950. These contests stimulate the demand for fertilizer and should be encouraged by the entire fertilizer industry in these states.—(News release from the Barrett Division, Allied Chemical & Dye Corporation.)

October Superphosphate

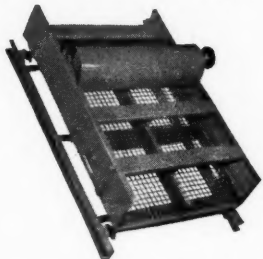
Production of all types of superphosphate during October amounted to 816,724 tons (basis 18 per cent A.P.A.) according to the statistics of the U. S. Bureau of Census. This is about 3,000 tons less than September and 12,000 tons under the October, 1948, output. The amount shipped to mixers and used in the producing plants for the production of mixed goods was 835,868 tons, which reduced the stocks on hand at the end of the month to 1,259,678 tons.

Normal superphosphate output of 679,512 tons was 2 per cent under September and 4 per cent under October, 1948. Concentrated superphosphate increased 8 per cent from September and 18 per cent from October, 1948, while base goods showed increase of 3 per cent and decrease of 6 per cent, respectively, over the same months.

In the first half of 1949 phosphate rock was mined in Florida, Tennessee, Idaho, Montana, and Wyoming. Florida was the leading shipper as usual, its marketed production being in this period more than four times that of its nearest competitor, Tennessee. Shipments of Florida land pebble and hard rock declined, the latter markedly; the shipments of soft rock increased slightly. The average values of the shipments of Florida soft rock and hard

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SALIENT STATISTICS OF THE PHOSPHATE-ROCK
INDUSTRY IN THE UNITED STATES
JANUARY-JUNE, 1948 AND 1949

	1948 LONG TONS PHOSPHATE ROCK	1949 LONG TONS PHOSPHATE ROCK
Production (mined).....	4,797,764	4,056,168
Sold or used by producers:		
Florida:		
Land pebble.....	3,479,002	3,280,260
Soft rock.....	34,821	35,782
Hard rock.....	37,328	6,524
Total Florida.....	3,551,151	3,322,566
Tennessee ¹	680,980	702,998
Idaho ²	307,295	186,119
Montana.....	95,650	166,612
Total United States...	4,635,076	4,378,295
Stocks in producers' hands, June 30:		
Florida.....	846,000	807,000
Tennessee ^{1 2 4}	385,000	567,000
Other.....	123,000	75,000
Total stocks.....	1,354,000	1,449,000

¹ Includes brown-rock matrix of sinter-grade and sintered brown rock.

² Includes Wyoming.

³ Virginia included with Tennessee.

⁴ Does not include plant stocks of washer-grade matrix.

rock showed increases, whereas there was a slight decrease in that of land pebble. The total value of the shipments of soft rock increased; that of land pebble and hard rock declined. The quantity of Tennessee phosphate rock sold or used in the first half of 1949 was 22,018 tons greater than in the similar period of 1948, and the value was over one million dollars greater.

New Method for Determining Potash Deficiency in Peach Trees

In the November issue of the Michigan Agricultural Experiment Station Quarterly Bulletin, W. H. Daniel and Professor L. M. Turk, of Michigan State College, report on the possibility of using a modification of the rapid Purdue test as a means of determining the potassium needs of peach trees. The details of the procedure are as follows:

(a) One teaspoonful (1.4 grams) of finely chopped leaves; add one-eighth teaspoonful of potash-free activated charcoal; add 10 cc. of 15-per cent NaNO_3 solution (adjusted to pH 5.0 with acetic acid). Shake 1 minute and filter through fast filter paper.

(b) To $2\frac{1}{2}$ cc. of filtrate add 5 cc. of Purdue reagent K No. 1; mix thoroughly, then add $2\frac{1}{2}$ cc. of reagent K No. 3 (95 % ethyl alcohol) slowly down side of vial to form a layer on top. Let stand 1 minute to start precipitation. Mix slowly by rotary motion.

(c) Read results after 3 minutes.

Modifications of this procedure from the original test include the use of a clearing agent (Darco G60). A Cenco photoelectric colorimeter was used to obtain more accurate readings of the turbidity developed. Standard solutions were used to correlate the colorimeter readings with the Purdue Chart for potassium.

The results obtained reveal that either the total potassium content of dry peach leaves by the ash analysis method or an estimate of the p.p.m. of the potassium in green leaves by a tissue test method, have correlated very well with the deficiency symptoms. Trees which showed these symptoms and whose leaves were low in potassium have returned

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to normal growth after the application of potash.

It appears that the modified Purdue test can be used satisfactorily for detecting peach trees which are within the "low" potash ranges, that is, those that would respond to potash applications.

Fertilizer Storage on the Farm

BY GLENN BAIRD

Extension Agronomist

Utah State Agricultural College

You may be interested in farm storage of commercial fertilizer materials over the winter for several reasons:

(1) Fertilizer left over from this season should be kept until next year.

(2) Often fertilizers can be purchased to advantage several months ahead of when they will be used. Usually most fertilizer is used during the space of only a few weeks, such as at planting time, and the demand may be extremely heavy at this period, thus reducing available supplies to a point where immediate purchase may not be possible. Fertilizer manufacturers are faced with difficult storage problems if all users wait until fertilizers are actually needed before purchases are made.

(3) Application at opportune time can be made if you have ready access to a supply of needed materials.

If the fertilizer you have in storage is to be in good condition for spring use, follow these rules:

(1) Store sacks of fertilizer only in buildings that are dry and have flooring off the ground.

(2) If you have to use earth or cement floors for storage, stack bags on a crib of blocks and boards.

(3) Stack bags closely together. This will reduce circulation of air, from which fertilizer may soak up moisture.

(4) Put no more than seven or eight bags in a stack. In high stacks the pressure of the top bags will tend to cake the fertilizer on bottom of pile.

(5) Keep broken bags separate from main pile. Loose fertilizer soaks up moisture.

(6) Ammonium nitrate may constitute a fire hazard. Store away from open flames and do not permit smoking near it. Keep away

from steam pipes or electric wiring and combustible material of all such kinds as gasoline, oils, etc. Destroy empty bags that have contained ammonium nitrate. Tightly reclose any partially emptied bag.

(7) Sodium nitrate, though less hazardous than ammonium nitrate, should not be handled carelessly.

BPIASAE REPORT STRESSES SOIL RESEARCH

(Continued from page 14)

pears to have complete immunity to late blight, a new variety of head lettuce especially adapted to growing conditions in the eastern part of the country, and citrus rootstocks resistant to tristeza disease. He tells about a spray application of boron increasing the set of Anjou pears in the Wenatchee Valley of Washington, and improved methods for curing and canning sweet potatoes.

The Bureau chief reports that plant breeders, in cooperation with State workers, have developed new dwarf-bunt-resistant wheat varieties, nine new corn hybrids, a new variety of soybeans better fitted to combine harvesting, a new sugar beet variety more resistant to curly top diseases, and two superior varieties of sugarcane. They have also made advancements toward the development of cotton hybrids, tobacco hybrids, and grain sorghum hybrids. Other scientists of the Bureau have developed methods to re-establish profitable alfalfa seed production in the West.

Engineering phases of the Bureau's work that are reported include studies to develop equipment for corn and grain conditioning, a chemical-type grain and seed drier; electric lamps and traps for European corn borers; lightweight concretes using corncobs as a filler; new type machines for small-scale processing of fruits, vegetables, poultry, and meat at locker and community canning plants; and the design of 30 different grain storage structures. Other engineering studies reported compared types of shelters for field shade of beef cattle in a hot climate, and show how common arrangement faults in dairy barns require excess time and labor, and that mechanized peanut harvesting can reduce labor requirements by 60 to 80 per cent.

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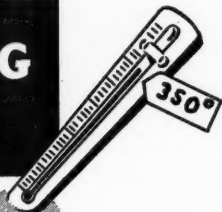
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THE BANKER LOOKS AT AGRICULTURE

(Continued from page 9)

see why bankers must go slowly and carefully, particularly if farmers want credit to add livestock to their programs.

Cognizant of the uncertainties that characterize the outlook for agriculture, many rural bankers believe that credit problems should be clearly defined. Quite obviously, all farm problems are not credit problems, but it is surprising to me how many farmers really believe that low interest rates and long-time loans will put them in clover. The mere fact that a farmer cannot obtain from a lending institution the money he needs or thinks he needs does not, in itself, constitute a credit problem. The conditions upon which farm loans are based may have changed. Some of these things I have mentioned—particularly reduction of crop acreage—affect a farmer's capacity to borrow and use either operating or investment capital. In my own opinion a credit problem will exist only when a farmer with adequate security and proven managerial skill is denied a loan for a reasonable purpose. But I do not believe many such farmers will be turned down. Rural bankers are almost unanimous in their conviction that easy credit is not the solution to most farm problems.

I have outlined only a few of the thoughts that have been expressed by bankers as they contemplate the future of farm lending. The big question is: What are the bankers going to do next year and in the years to come?

Bank Program Outlined

I am quite convinced that bankers are going to require more detailed and projected farm plans upon loan applications. Most of us here are enthusiastic about pastures, grazing crops and livestock. Bankers are as enthusiastic as you are. They want to help the farmer, but a farmer who just drops into a bank and expects to borrow for three years, when he has not projected his plans for three months, will certainly receive a negative answer. Every farmer who wants to put money in pasture will have to think well in advance and put his plans on paper—what he is going to do this year and next, what he is going to put in this field and that field, what he is going to invest in labor and capital—before he can expect to utilize fully the services of his local bank.

It is rather surprising to me to spend a day in a country bank and see how farm loans are made. Usually the farmer asks for \$300 or \$500 or \$1,000. If the banker asks him "What for?", the farmer gives him a look as if to say,

"Why do you ask? You wouldn't know anyway." In the past that may have been true, but it is true no longer. The in-service training programs and the farm men in farm service departments have changed that. When the banker asks that question he is trying to get some fundamental facts as a basis for making the loan. Therefore, I believe that those of us who work with farmers or sell to them would do them a favor if we would impress upon them the necessity for making plans and budgets. Such plans and budgets not only assist in obtaining credit from banks but also help the farmer make a better success of his farm program.

Moreover, I believe that commercial banks are going to maintain closer supervision over their farm customers than they ever have. When a banker lent money for cotton production in the Twenties and Thirties, he could ask a man, "How many plows do you operate?", and with that information he knew within narrow limits what the farmer needed and when he could expect repayment. Processing the loan did not require that he leave his bank and go to see the farm.

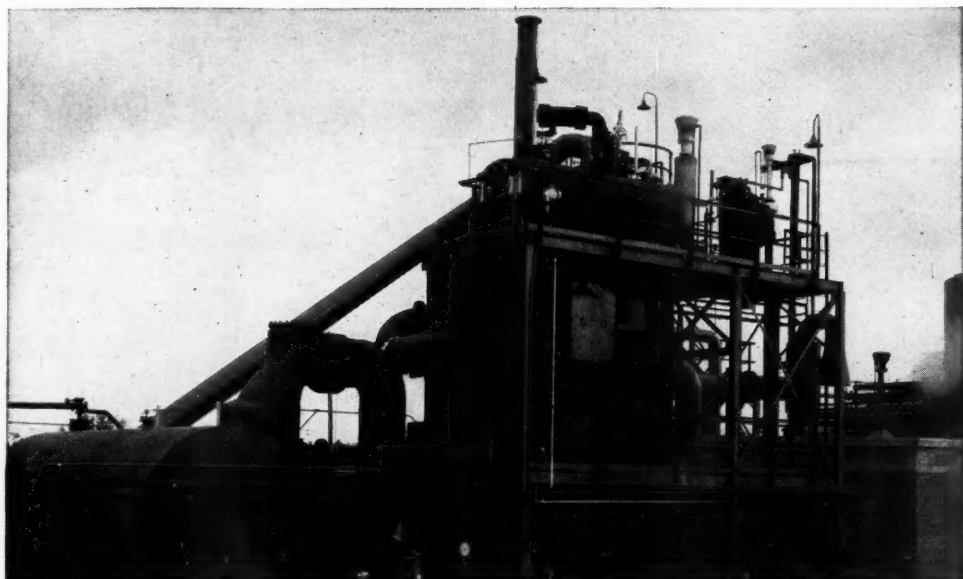
There are few rules of thumb that bankers acquired in the Twenties and Thirties that will hold today. Many farmers who have just shifted away from cotton and peanuts want to borrow for breeding herds, fencing, and other facilities; so it becomes necessary for the banker to see the farms and understand what the farmers are trying to do. And, since they will be lending them money for a more or less continuous operation, they are going out on periodic inspection trips.

In the era of diversification and livestock farming that lies ahead bankers are going to visit their farm customers and see how they are coming along all during the year. The banker and his farm customers are partners until their loans are repaid, and, as a good partner, the banker is going to uphold his end of the bargain.

More banks are going to employ special farm men or set up farm service departments. The number of banks adding farm men has increased so rapidly the past few years that it is impossible for me to obtain the current number. That trend will continue because the employment of farm men has been a profitable investment.

Another change that is likely to take place—and I feel reasonably sure of this—is that bankers are going to pay more attention to the farmer as a businessman than to his collateral. Bankers have no use for wagons. They hate foreclosures. More and more, they are going to make loans to the farmer on the basis of his

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ability to operate his farm as a business. That means, of course, that the farmers are going to have to supply the banker with businesslike information—records, accounts and budgets.

Maybe some of you think that I have been pessimistic, but I do believe we have an opportunity here in the South that farmers can capitalize on and that the bankers can finance which will build for us a type of agriculture that will be profitable and permanent. It may be true that the honeymoon in agriculture is over, but I believe the marriage will last and be productive.

The rural bankers throughout the South have an interest in and enthusiasm for farming that was born of experience and that has been kindled by in-service training programs. You can expect from these bankers an intelligent understanding of and an active participation in a more productive and profitable agriculture.

December Cotton Report

A cotton crop of 16,034,000 bales is estimated by the Crop Reporting Board of the Bureau of Agricultural Economics. This is the sixth largest crop on record. The indicated 1949 crop for the United States, based on information as of December 1, is up 510,000 bales, or 3 per cent, from the November 1 forecast and compares with 1948 ginnings of 14,877,000 bales and the 10-year average of 11,306,000 bales. These data are in units of 500 pound gross weight bales.

Acreage in cultivation on July 1, 1949 is now estimated at 27,359,000 acres, and compares with 23,163,000 acres in 1948 and 22,015,000 acres for the 10-year average. Abandonment this year is indicated at 1.7 per cent, leaving 26,898,000 acres for harvest. This is 18 per cent more than the 1948 harvested acreage and 26 per cent more than the 10-year average. The 1949 lint yield per acre, computed at 285.8 pounds, is the third highest on record and compares with 213.6 pounds in 1948 and the 1938-47 average of 254 pounds.

The December 1 estimate of cotton production is approximately 8 per cent above the forecast of August 1. In Texas, unusually favorable weather prevailed throughout the year in all areas of the State; and as the season advanced production prospects increased to a record 5,900,000 bale crop. The gain in production in Texas alone more than offsets deterioration in most central and eastern

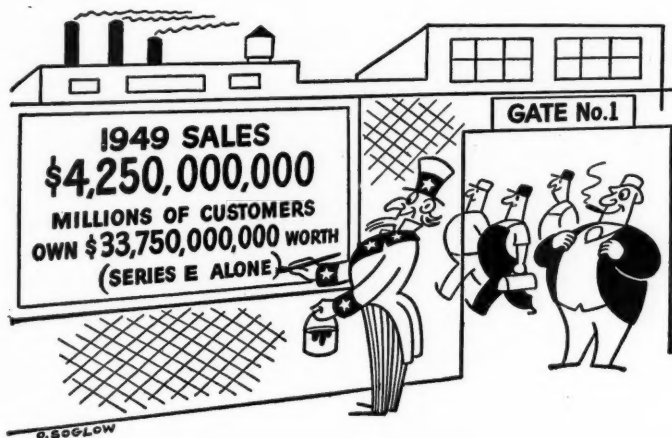
areas caused by unfavorable weather and heavy boll weevil damage. Record cotton crops are also estimated for California, Arizona, and New Mexico. The indicated 1949 cotton crop in Texas, and the three far-western cotton States accounts for 50 per cent of the United States production compared with 31 per cent for the 10-year average.

In most central Cotton Belt States, harvest was delayed during October by frequent rains. November weather, however, was unusually favorable for harvest, and gins in areas of heavy production operated at full capacity largely overcoming the earlier lag in ginnings. For the United States 88.6 per cent of the crop was ginned prior to December 1, compared with 87.4 per cent for 1948, and 90.5 per cent for the 10-year average.

The Bureau of the Census reports 13,975,926 bales ginned from the crop of 1949 prior to December 1, compared with 12,744,152 bales for 1948 and 10,046,013 bales for 1947.

No estimates of cottonseed production will be made until final ginnings for the season are released. However, if the ratio of lint to cottonseed is the same as the average for the past five years, production would be 6,477,000 tons, compared with 5,945,000 tons in 1948 and the 10-year average of 4,631,000 tons.

State	Production (GINNINGS)		
	500 lb. Average	Gross Wt. 1948	Bales 1949
	1938-1947	Crop (revised)	Crop (Dec. 1 est.)
	Thous. bales	Thous. bales	Thous. bales
Missouri.....	356	506	460
Virginia.....	22	24	20
N. Carolina.....	549	678	460
S. Carolina.....	716	871	560
Georgia.....	779	751	610
Florida.....	14	15	18
Tennessee.....	523	669	650
Alabama.....	901	1,197	865
Mississippi.....	1,588	2,353	1,490
Arkansas.....	1,329	1,982	1,660
Louisiana.....	528	756	650
Oklahoma.....	521	374	620
Texas.....	2,722	3,153	5,900
New Mexico.....	119	236	255
Arizona.....	174	328	500
California.....	477	968	1,300
Other States.....	16	16	16
UNITED STATES...	11,30677	14,8	16,034



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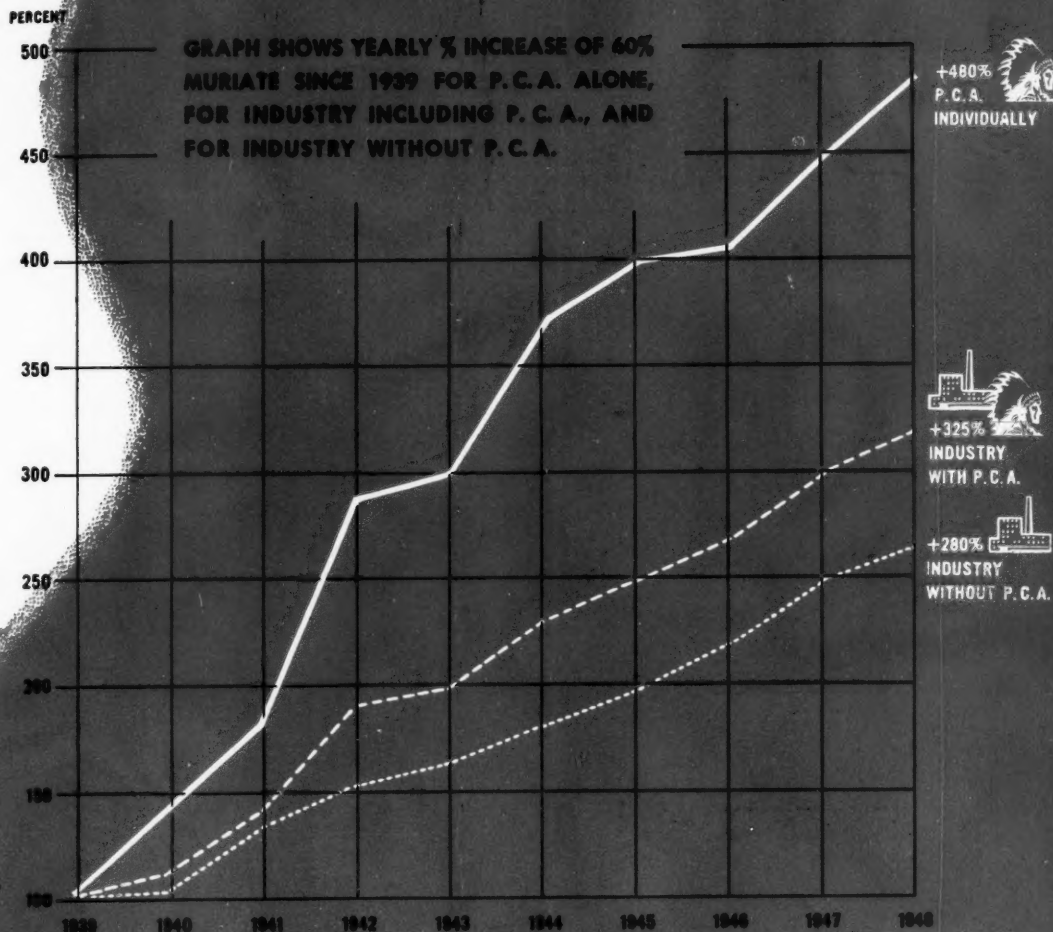
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